

Message Text

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PAGE 01 DOHA 00711 170521Z

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ACTION NEA-10

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FM AMEMBASSY DOHA

TO SECSTATE WASHDC 0570

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E.O. 11652: N/A

TAGS: BEXP, QA

SUBJ: MAJOR PROJECT: REQUEST FOR CONSULTANT IN PLASTICS INDUSTRY

1. GROUP OF LOCAL BUSINESSMEN SEEKING CONSULTANT FOR PROPOSED \$7.5 MILLION PLASTICS PLANT TO BE CONSTRUCTED NEAR DOHA. PLANT WILL BE 100 PERCENT PRIVATELY OWNED. GIBB, EWBANK AND PARTNERS DID FEASIBILITY STUDY IN 1972, BUT GOQ APPROVAL FOR PROJECT NOT FORTHCOMING UNTIL THIS YEAR. ACCORDING MEMBER OF EXECUTIVE COMMITTEE OF COMPANY FORMED TO UNDERTAKE PROJECT, QATAR PLASTIC AND PAPER PRODUCTS CO, PLANT WILL USE HIGH AND LOW DENSITY POLYETHYLENE TO PRODUCE PLASTIC BAGS, PIPES, CONDUIT, HOUSEWARES AND CONTAINERS. POLYETHYLENE WILL INITIALLY BE IMPORTED, BUT LATER SUPPLIED LOCALLY WHEN PETROCHEMICAL COMPLEX COMES ON STREAM.

2. COMPANY OFFICIAL STATED GOQ EXPECTED TO ADVANCE HALF OF COST OF PLANT IN FORM OF INTEREST FREE LOAN BUT SAID GOVERNMENT WILL HOLD NO EQUITY IN COMPANY. HE ADDED GOQ WOULD INSURE DOMESTIC MARKET FOR COMPANY'S PRODUCTS BY RAISING DUTIES ON SAME GOODS IMPORTED FROM ABROAD.

3. COMPANY LOOKING FOR CONSULTING FIRM WITH PREVIOUS EXPERIENCE IN PLASTICS INDUSTRY. CONSULTANTS WOULD BE EXPECTED TO REVIEW AND POSSIBLY REDO FEASIBILITY STUDY, PREPARE SPECIFICATIONS AND TENDER DOCUMENTS, EVALUATE BIDS AND SUPERVISE CONSTRUCTION UNTIL PLANT IS COMMISSIONED. IN ADDITION, CONSUPVANTS MIGHT BE GIVEN OPPORTUNITY FOR EXPORT MARKETING OF PRODUCTS.

COMPANY OFFICIAL NOTED THAT PARTNERS IN QATAR PLASTIC INTERESTED

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IN CHLORINE AND CAUSTIC SODA PLANT AND SAID THAT CONSULTANT FOR

PLASTICS PLANT WILL ALSO BE ASKED TO UNDERTAKE THIS PROJECT ONCE PLASTICS PLANT IS UNDERWAY. OFFICIAL ADDED THAT GOQ IS PRESSING FOR EARLY START ON PLASTICS PLANT AND SAID COMPANY WISHES SELECT CONSULTANT ASAP.

4. ACTION REQUESTED: REQUEST USDOC BRING THIS OPPORTUNITY TO THE ATTENTION OF QUALIFIED CONSULTANTS. INTERESTED FIRMS SHOULD CONTACT MR. OMAR AL MANA, QATAR PLASTIC AND PAPER CO, P.O. BOX 1444, DOHA, QATAR, TELEX 4221 DH. ANY COMPANIES WHO ARE SERIOUS ABOUT THIS PROJECT SHOULD PLAN TRIP TO DOHA FOR DISCUSSIONS WITH QATAR PLASTICS CO PARTNERS. WOULD APPRECIATE BEING INFORMED OF NAMES OF COMPANIES ACTIVELY PURSUING THIS OPPORTUNITY.
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